

Accu.Target 12,881.30 L	Sales 12,072.85 L	Achieved % 93.72 %	HO Budget+ % 0.00 %	Total Com. 109.36 L
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Note : Sales Period is From :01-Aug-2025 To :12-Aug-2025

Sales Zone	Target L	Sales L	Achieved %	DGM Incentive (E)	HO Budget+ %	DGM Incentive (Alt)
WEST-01	958.40	1,032.12	107.69 %	0.00	0.00 %	0.00
WEST-02	1,193.48	1,218.00	102.05 %	0.00	0.00 %	0.00
NORTH ARCOT	979.78	989.22	100.96 %	54,000.00	0.00 %	54,000.00
TRICHY-01	1,472.36	1,450.13	98.49 %	0.00	0.00 %	0.00
SOUTH ARCOT	954.37	911.61	95.52 %	27,000.00	0.00 %	27,000.00
KL-SOUTH	92.89	84.67	91.15 %	0.00	0.00 %	0.00
SOUTH-03	1,536.85	1,381.44	89.89 %	0.00	0.00 %	0.00
CHENNAI-02	1,648.02	1,378.46	83.64 %	0.00	0.00 %	0.00
CHENNAI-01	1,908.16	1,591.39	83.40 %	0.00	0.00 %	0.00
SOUTH-01	2,136.99	1,766.94	82.68 %	0.00	0.00 %	0.00
OTHERS	0.00	268.86	0.00 %	0.00	0.00 %	0.00
Total	12,881.30	12,072.85	93.72 %		0.00 %	

WEST-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TPR4	108.47	140.57	129.59%	30,000.00	0.00 %	30,000.00
	UAM1	177.92	191.23	107.48%	15,000.00	0.00 %	15,000.00
	CBE1	423.28	445.18	105.17%	60,000.00	0.00 %	60,000.00
	TPR1	112.21	116.80	104.09%	15,000.00	0.00 %	15,000.00
	PLI1	136.52	138.34	101.33%	15,000.00	0.00 %	15,000.00
WEST-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	MTR1	264.50	286.53	108.33%	30,000.00	0.00 %	30,000.00
	HSR1	254.74	272.84	107.10%	30,000.00	0.00 %	30,000.00
	SLM1	353.42	364.84	103.23%	45,000.00	0.00 %	45,000.00
	ERD1	320.82	293.79	91.57%	15,000.00	0.00 %	15,000.00
NORTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	NA02	337.85	347.30	102.80%	45,000.00	0.00 %	45,000.00
	NA01	345.22	351.05	101.69%	45,000.00	0.00 %	45,000.00
	NA03	296.72	290.87	98.03%	15,000.00	0.00 %	15,000.00
TRICHY-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	KUM1	315.73	343.24	108.71%	45,000.00	0.00 %	45,000.00
	TNJ1	312.37	339.30	108.62%	45,000.00	0.00 %	45,000.00
	PTK1	281.11	261.09	92.88%	15,000.00	0.00 %	15,000.00
	TRY1	563.15	506.49	89.94%	0.00	0.00 %	0.00
SOUTH ARCOT	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SA03	283.88	285.88	100.70%	30,000.00	0.00 %	30,000.00
	SA02	342.10	340.38	99.50%	22,500.00	0.00 %	22,500.00
	SA01	328.38	285.35	86.89%	0.00	0.00 %	0.00

KL-SOUTH	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TVP1	92.89	84.67	91.15%	0.00	0.00 %	0.00
SOUTH-03	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	SVG1	247.65	238.57	96.33%	15,000.00	0.00 %	15,000.00
	KKD2	318.82	298.62	93.66%	15,000.00	0.00 %	15,000.00
	MDU2	443.36	409.31	92.32%	30,000.00	0.00 %	30,000.00
	DGL1	469.38	387.92	82.64%	0.00	0.00 %	0.00
	KRR1	57.64	47.02	81.58%	0.00	0.00 %	0.00
CHENNAI-02	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH04	457.14	421.67	92.24%	30,000.00	0.00 %	30,000.00
	CH07	421.17	355.91	84.51%	0.00	0.00 %	0.00
	CH09	347.71	271.90	78.20%	0.00	0.00 %	0.00
	CH01	422.01	328.97	77.95%	0.00	0.00 %	0.00
CHENNAI-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CH03	363.78	331.10	91.02%	22,500.00	0.00 %	22,500.00
	CH06	629.50	521.31	82.81%	0.00	0.00 %	0.00
	CH08	425.01	346.79	81.60%	0.00	0.00 %	0.00
	CH05	489.87	392.19	80.06%	0.00	0.00 %	0.00
SOUTH-01	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	TKS1	280.17	289.70	103.40%	30,000.00	0.00 %	30,000.00
	KVT1	355.01	365.48	102.95%	45,000.00	0.00 %	45,000.00
	TVL1	355.51	325.47	91.55%	22,500.00	0.00 %	22,500.00
	TUT1	490.21	383.43	78.22%	0.00	0.00 %	0.00
	VNR1	252.93	171.50	67.80%	0.00	0.00 %	0.00
	NGR1	403.17	231.37	57.39%	0.00	0.00 %	0.00
OTHERS	Region	Target L	Sales L	Achieved %	AGM Incentive (E)	HO Budget+ %	AGM Incentive (Alt)
	CBE1	0.00	1.14	0.00%	0.00	0.00 %	0.00
	CH02	0.00	87.52	0.00%	0.00	0.00 %	0.00
	HO01	0.00	167.93	0.00%	0.00	0.00 %	0.00
	MDU1	0.00	3.19	0.00%	0.00	0.00 %	0.00
	SA02	0.00	0.32	0.00%	0.00	0.00 %	0.00
	SLM1	0.00	2.94	0.00%	0.00	0.00 %	0.00
	TRY1	0.00	1.80	0.00%	0.00	0.00 %	0.00
	TVL2	0.00	4.03	0.00%	0.00	0.00 %	0.00

WEST-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PPI1	14.73	25.11	0.03	170.51 %	30,611.20	40.00 %	12,244.48	0.00 %	12,244.48
KMR1	66.99	104.19	-0.40	155.52 %	111,230.70	40.00 %	44,492.28	0.00 %	44,492.28
KMD1	15.93	23.04	0.00	144.62 %	38,106.20	40.00 %	15,242.48	0.00 %	15,242.48
PDM1	15.21	21.15	0.07	139.05 %	21,009.70	40.00 %	8,403.88	0.00 %	8,403.88
ANR1	7.54	10.45	0.39	138.56 %	12,711.80	40.00 %	5,084.72	0.00 %	5,084.72
GBM1	20.82	27.32	0.05	131.24 %	17,503.10	40.00 %	7,001.24	0.00 %	7,001.24
DPM2	23.16	30.09	0.10	129.91 %	31,111.40	40.00 %	12,444.56	0.00 %	12,444.56
CBE6	29.04	36.25	0.14	124.80 %	40,577.60	40.00 %	16,231.04	0.00 %	16,231.04
KGI1	27.16	33.67	0.00	123.96 %	24,394.00	40.00 %	9,757.60	0.00 %	9,757.60
TPR4	19.77	24.50	0.40	123.94 %	19,891.90	40.00 %	7,956.76	0.00 %	7,956.76
AVI1	23.38	28.73	0.32	122.87 %	23,806.70	40.00 %	9,522.68	0.00 %	9,522.68
KGM1	16.27	19.59	0.30	120.44 %	20,968.20	40.00 %	8,387.28	0.00 %	8,387.28
MPM1	28.75	33.06	0.11	115.02 %	40,985.90	30.00 %	12,295.77	0.00 %	12,295.77
TPR3	20.05	23.04	-0.14	114.91 %	36,322.70	30.00 %	10,896.81	0.00 %	10,896.81
TPR2	49.38	54.66	0.11	110.68 %	44,553.70	30.00 %	13,366.11	0.00 %	13,366.11
SYM2	22.23	24.46	0.00	110.00 %	23,109.60	25.00 %	5,777.40	0.00 %	5,777.40
GDR1	21.97	23.84	-0.07	108.51 %	17,271.00	25.00 %	4,317.75	0.00 %	4,317.75
CBE1	30.52	32.99	-0.29	108.08 %	43,080.00	25.00 %	10,770.00	0.00 %	10,770.00
CNR1	23.72	25.45	0.00	107.30 %	21,403.60	25.00 %	5,350.90	0.00 %	5,350.90
CBE2	160.06	165.03	0.14	103.11 %	140,294.10	25.00 %	35,073.53	0.00 %	35,073.53
SUL1	25.69	24.75	0.18	96.35 %	33,817.20	20.00 %	6,763.44	0.00 %	6,763.44
TPR1	42.77	39.10	0.02	91.42 %	39,560.50	15.00 %	5,934.08	0.00 %	5,934.08
CBE3	18.52	16.03	-0.17	86.56 %	17,904.90	10.00 %	1,790.49	0.00 %	1,790.49
UAM1	60.39	52.16	0.17	86.38 %	45,064.20	10.00 %	4,506.42	0.00 %	4,506.42
PLI1	51.99	44.06	0.00	84.75 %	43,948.40	10.00 %	4,394.84	0.00 %	4,394.84
CBE4	50.98	40.15	-0.04	78.76 %	56,944.00	0.00 %		0.00 %	
UMP1	29.89	23.44	0.00	78.44 %	12,900.30	0.00 %		0.00 %	
SNR1	41.47	25.79	0.00	62.20 %	34,554.60	0.00 %		0.00 %	

WEST-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SGI1	19.18	32.52	0.00	169.52 %	32,244.30	40.00 %	12,897.72	0.00 %	12,897.72
SLM2	31.66	43.79	0.06	138.34 %	30,923.40	40.00 %	12,369.36	0.00 %	12,369.36
TRM1	40.53	52.75	0.01	130.16 %	47,990.40	40.00 %	19,196.16	0.00 %	19,196.16
VPD1	36.82	46.27	0.00	125.66 %	53,376.10	40.00 %	21,350.44	0.00 %	21,350.44
ATU1	44.59	54.60	0.00	122.44 %	41,076.30	40.00 %	16,430.52	0.00 %	16,430.52
KVP1	21.81	26.43	0.00	121.20 %	22,369.90	40.00 %	8,947.96	0.00 %	8,947.96
HRR1	27.40	32.61	0.14	119.00 %	22,905.10	30.00 %	6,871.53	0.00 %	6,871.53
PLC1	24.93	29.33	0.00	117.64 %	31,165.50	30.00 %	9,349.65	0.00 %	9,349.65
KRI1	35.59	41.62	0.16	116.93 %	34,214.90	30.00 %	10,264.47	0.00 %	10,264.47
DPR1	20.11	23.48	0.06	116.72 %	19,679.60	30.00 %	5,903.88	0.00 %	5,903.88
RSP1	29.30	33.40	0.18	113.99 %	36,772.30	30.00 %	11,031.69	0.00 %	11,031.69
MCR1	36.19	40.86	0.00	112.89 %	42,364.70	30.00 %	12,709.41	0.00 %	12,709.41
BMD1	27.50	30.90	0.00	112.36 %	28,468.40	30.00 %	8,540.52	0.00 %	8,540.52
NKL2	46.23	51.65	-0.05	111.70 %	55,441.90	30.00 %	16,632.57	0.00 %	16,632.57
OML1	35.62	39.62	0.69	111.24 %	32,884.40	30.00 %	9,865.32	0.00 %	9,865.32
TCG1	20.53	22.30	0.00	108.65 %	14,342.20	25.00 %	3,585.55	0.00 %	3,585.55
PMP1	26.12	27.62	0.07	105.75 %	20,982.40	25.00 %	5,245.60	0.00 %	5,245.60
CMI1	15.79	16.20	0.00	102.62 %	20,607.90	25.00 %	5,151.98	0.00 %	5,151.98
EPI1	30.89	31.28	0.28	101.29 %	27,162.00	25.00 %	6,790.50	0.00 %	6,790.50
DPR2	25.44	25.75	0.00	101.24 %	23,342.70	25.00 %	5,835.68	0.00 %	5,835.68
HSR2	72.13	70.60	0.11	97.88 %	54,853.60	20.00 %	10,970.72	0.00 %	10,970.72
SLM1	104.14	101.00	0.00	96.98 %	66,463.20	20.00 %	13,292.64	0.00 %	13,292.64
EDP1	19.90	19.11	0.39	96.05 %	11,642.10	20.00 %	2,328.42	0.00 %	2,328.42
ERD2	62.42	58.60	0.14	93.87 %	67,753.30	15.00 %	10,163.00	0.00 %	10,163.00
SGG1	12.91	12.12	0.00	93.86 %	11,037.70	15.00 %	1,655.66	0.00 %	1,655.66
VKL1	21.66	18.53	0.05	85.56 %	23,351.60	10.00 %	2,335.16	0.00 %	2,335.16
SLM3	56.50	47.03	0.02	83.24 %	37,578.60	10.00 %	3,757.86	0.00 %	3,757.86
PDR1	16.75	13.84	0.26	82.64 %	19,493.80	10.00 %	1,949.38	0.00 %	1,949.38
HSR1	54.98	44.72	-0.02	81.34 %	46,405.80	10.00 %	4,640.58	0.00 %	4,640.58
MTR1	51.70	40.56	0.00	78.45 %	43,868.20	0.00 %		0.00 %	
APN1	28.92	21.75	0.00	75.22 %	26,469.70	0.00 %		0.00 %	
ERD1	69.41	50.47	0.16	72.72 %	40,414.10	0.00 %		0.00 %	
KMM1	25.82	16.68	0.32	64.59 %	17,172.20	0.00 %		0.00 %	

NORTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
VNB1	25.57	34.29	0.13	134.13 %	28,207.90	40.00 %	11,283.16	0.00 %	11,283.16
CPT1	20.41	25.53	-0.02	125.09 %	27,062.20	40.00 %	10,824.88	0.00 %	10,824.88
TRR1	60.19	74.77	0.07	124.22 %	58,019.50	40.00 %	23,207.80	0.00 %	23,207.80
AKM1	44.88	53.27	-0.05	118.70 %	57,441.80	30.00 %	17,232.54	0.00 %	17,232.54
ANI1	19.94	23.19	0.01	116.26 %	18,047.10	30.00 %	5,414.13	0.00 %	5,414.13
GDM1	30.87	35.53	0.00	115.09 %	27,841.70	30.00 %	8,352.51	0.00 %	8,352.51
BGR1	17.66	20.11	0.28	113.86 %	21,445.30	30.00 %	6,433.59	0.00 %	6,433.59
ARC2	31.51	35.17	0.04	111.63 %	26,249.10	30.00 %	7,874.73	0.00 %	7,874.73
PLR1	20.09	22.04	0.10	109.73 %	17,518.60	25.00 %	4,379.65	0.00 %	4,379.65
WJP1	31.34	33.41	0.00	106.60 %	33,128.40	25.00 %	8,282.10	0.00 %	8,282.10
SLG1	23.48	24.26	0.00	103.35 %	24,734.60	25.00 %	6,183.65	0.00 %	6,183.65
VSI1	38.79	40.05	0.21	103.24 %	52,631.10	25.00 %	13,157.78	0.00 %	13,157.78
KPM1	35.41	35.64	0.14	100.64 %	29,476.30	25.00 %	7,369.08	0.00 %	7,369.08
TRT1	33.50	32.97	0.05	98.43 %	27,250.00	20.00 %	5,450.00	0.00 %	5,450.00
KPM2	113.02	109.04	0.09	96.47 %	75,705.40	20.00 %	15,141.08	0.00 %	15,141.08
SBR1	53.41	51.05	0.40	95.58 %	53,170.50	20.00 %	10,634.10	0.00 %	10,634.10
CGM1	34.17	32.26	0.00	94.43 %	24,202.70	15.00 %	3,630.41	0.00 %	3,630.41
TRL1	68.35	63.15	0.22	92.39 %	50,779.40	15.00 %	7,616.91	0.00 %	7,616.91
VEL2	68.94	62.94	0.07	91.30 %	64,777.70	15.00 %	9,716.66	0.00 %	9,716.66
ABR1	39.44	35.99	0.40	91.26 %	36,245.80	15.00 %	5,436.87	0.00 %	5,436.87
WJD1	41.31	37.60	0.03	91.02 %	35,731.00	15.00 %	5,359.65	0.00 %	5,359.65
PTU1	14.68	12.69	0.00	86.46 %	9,127.00	10.00 %	912.70	0.00 %	912.70
CYR1	27.80	23.73	0.01	85.37 %	21,453.90	10.00 %	2,145.39	0.00 %	2,145.39
VEL1	58.59	49.47	0.00	84.43 %	54,913.90	10.00 %	5,491.39	0.00 %	5,491.39
UGI1	26.44	21.06	0.10	79.64 %	18,951.40	0.00 %		0.00 %	

TRICHY-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
TVR1	23.63	33.07	0.27	139.92 %	25,212.70	40.00 %	10,085.08	0.00 %	10,085.08
TRY3	37.50	49.04	-0.07	130.77 %	34,520.10	40.00 %	13,808.04	0.00 %	13,808.04
KIK1	35.61	45.95	-0.45	129.06 %	41,848.20	40.00 %	16,739.28	0.00 %	16,739.28
KRN1	22.59	28.84	-0.07	127.67 %	28,370.00	40.00 %	11,348.00	0.00 %	11,348.00
PDK1	24.78	31.32	0.03	126.39 %	28,112.80	40.00 %	11,245.12	0.00 %	11,245.12
MVM1	73.29	89.21	0.05	121.72 %	91,035.30	40.00 %	36,414.12	0.00 %	36,414.12
TTP1	40.32	48.96	0.08	121.42 %	35,097.10	40.00 %	14,038.84	0.00 %	14,038.84
NCK1	18.31	21.66	0.00	118.30 %	15,308.90	30.00 %	4,592.67	0.00 %	4,592.67
AYR1	31.57	36.95	0.10	117.05 %	25,373.80	30.00 %	7,612.14	0.00 %	7,612.14
PBR2	91.25	97.96	-0.16	107.36 %	71,547.80	25.00 %	17,886.95	0.00 %	17,886.95
JKM1	43.23	45.89	0.14	106.14 %	35,002.00	25.00 %	8,750.50	0.00 %	8,750.50
APM1	23.43	24.81	0.20	105.89 %	24,813.80	25.00 %	6,203.45	0.00 %	6,203.45
TVR2	61.42	63.77	0.06	103.83 %	49,330.00	25.00 %	12,332.50	0.00 %	12,332.50
MSI1	32.27	33.42	0.00	103.56 %	30,140.30	25.00 %	7,535.08	0.00 %	7,535.08
TNJ2	71.61	72.25	0.29	100.88 %	59,320.00	25.00 %	14,830.00	0.00 %	14,830.00
TNJ1	97.16	95.59	0.02	98.38 %	68,676.60	20.00 %	13,735.32	0.00 %	13,735.32
ORU1	29.06	28.41	0.00	97.77 %	33,671.80	20.00 %	6,734.36	0.00 %	6,734.36
TYR1	54.18	52.91	0.00	97.66 %	43,533.10	20.00 %	8,706.62	0.00 %	8,706.62
PTK1	68.27	64.22	0.19	94.07 %	49,923.00	15.00 %	7,488.45	0.00 %	7,488.45
KUM1	95.84	89.65	0.10	93.54 %	76,842.70	15.00 %	11,526.41	0.00 %	11,526.41
PBR1	29.04	26.93	0.01	92.73 %	21,733.20	15.00 %	3,259.98	0.00 %	3,259.98
NMM1	31.72	27.97	0.11	88.16 %	33,713.80	10.00 %	3,371.38	0.00 %	3,371.38
NGT1	53.77	44.10	0.10	82.01 %	32,886.90	10.00 %	3,288.69	0.00 %	3,288.69
MDI1	63.59	51.04	0.03	80.26 %	47,511.20	10.00 %	4,751.12	0.00 %	4,751.12
TRY1	281.64	221.42	0.08	78.62 %	144,569.20	0.00 %		0.00 %	
TRY2	37.26	24.81	0.03	66.57 %	19,753.80	0.00 %		0.00 %	

SOUTH ARCOT									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
KML1	24.20	33.80	0.06	139.67 %	20,459.90	40.00 %	8,183.96	0.00 %	8,183.96
TRK1	53.62	73.16	0.14	136.43 %	64,676.40	40.00 %	25,870.56	0.00 %	25,870.56
CDM1	58.66	64.38	0.06	109.75 %	51,525.40	25.00 %	12,881.35	0.00 %	12,881.35
VPM2	48.02	51.52	0.24	107.31 %	36,436.40	25.00 %	9,109.10	0.00 %	9,109.10
ULP1	50.90	54.16	0.07	106.40 %	43,261.90	25.00 %	10,815.48	0.00 %	10,815.48
POY1	81.04	85.89	0.10	105.98 %	89,064.00	25.00 %	22,266.00	0.00 %	22,266.00
KKI2	61.19	64.25	0.17	105.01 %	42,589.90	25.00 %	10,647.48	0.00 %	10,647.48
VCM1	31.65	32.90	0.04	103.93 %	18,835.90	25.00 %	4,708.98	0.00 %	4,708.98
TDM1	41.37	42.38	0.19	102.46 %	25,912.70	25.00 %	6,478.18	0.00 %	6,478.18
SJI1	45.44	45.25	0.03	99.59 %	25,703.70	20.00 %	5,140.74	0.00 %	5,140.74
KLM1	51.33	50.44	0.08	98.27 %	53,258.50	20.00 %	10,651.70	0.00 %	10,651.70
CUD1	100.07	96.10	0.07	96.03 %	83,753.10	20.00 %	16,750.62	0.00 %	16,750.62
VPM1	19.94	18.83	0.38	94.41 %	10,650.30	15.00 %	1,597.55	0.00 %	1,597.55
STP1	22.91	20.90	0.34	91.21 %	15,526.20	15.00 %	2,328.93	0.00 %	2,328.93
MKM1	23.59	19.64	0.00	83.25 %	18,155.00	10.00 %	1,815.50	0.00 %	1,815.50
NVL2	52.76	41.36	0.18	78.39 %	32,267.80	0.00 %		0.00 %	
TVM2	41.98	31.90	0.00	75.98 %	16,655.00	0.00 %		0.00 %	
PRT1	39.83	28.64	0.20	71.91 %	25,532.50	0.00 %		0.00 %	
TVM1	33.52	22.84	0.68	68.13 %	13,142.00	0.00 %		0.00 %	
POY2	72.36	33.28	0.28	46.00 %	30,781.20	0.00 %		0.00 %	
KL-SOUTH									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
PAS1	22.88	21.57	0.00	94.28 %	15,759.60	15.00 %	2,363.94	0.00 %	2,363.94
TVP1	70.01	63.10	0.36	90.13 %	43,201.30	15.00 %	6,480.20	0.00 %	6,480.20

SOUTH-03									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MLR1	32.89	49.07	0.02	149.19 %	43,966.70	40.00 %	17,586.68	0.00 %	17,586.68
SVG1	33.01	40.86	0.18	123.78 %	50,892.30	40.00 %	20,356.92	0.00 %	20,356.92
DKI1	36.94	42.83	0.04	115.93 %	60,222.30	30.00 %	18,066.69	0.00 %	18,066.69
TEN2	30.96	35.80	0.07	115.61 %	24,200.90	30.00 %	7,260.27	0.00 %	7,260.27
PKM1	19.45	22.19	0.09	114.09 %	20,976.30	30.00 %	6,292.89	0.00 %	6,292.89
ADP1	25.91	29.43	0.00	113.61 %	29,289.10	30.00 %	8,786.73	0.00 %	8,786.73
PNI1	19.55	20.48	0.44	104.74 %	17,169.50	25.00 %	4,292.38	0.00 %	4,292.38
SGP1	29.02	30.35	0.17	104.59 %	59,691.00	25.00 %	14,922.75	0.00 %	14,922.75
PVI1	34.87	36.27	0.41	104.01 %	45,374.20	25.00 %	11,343.55	0.00 %	11,343.55
PNV1	18.68	19.41	0.00	103.90 %	17,456.10	25.00 %	4,364.03	0.00 %	4,364.03
CBM1	45.16	46.46	0.04	102.87 %	49,135.80	25.00 %	12,283.95	0.00 %	12,283.95
TPT1	36.44	37.06	0.06	101.70 %	55,042.90	25.00 %	13,760.73	0.00 %	13,760.73
TMM1	50.04	50.78	-0.11	101.48 %	34,227.80	25.00 %	8,556.95	0.00 %	8,556.95
MDU6	65.87	65.18	0.03	98.95 %	52,615.70	20.00 %	10,523.14	0.00 %	10,523.14
MPA1	39.27	38.82	0.10	98.84 %	48,599.70	20.00 %	9,719.94	0.00 %	9,719.94
BNR1	28.49	27.34	0.11	95.96 %	27,736.00	20.00 %	5,547.20	0.00 %	5,547.20
DGL2	29.02	27.30	0.07	94.06 %	29,728.90	15.00 %	4,459.34	0.00 %	4,459.34
NKI1	22.88	21.50	0.08	93.98 %	24,591.10	15.00 %	3,688.67	0.00 %	3,688.67
MDU2	83.95	77.61	0.18	92.45 %	67,092.40	15.00 %	10,063.86	0.00 %	10,063.86
TDI1	28.23	25.35	0.14	89.81 %	31,853.40	10.00 %	3,185.34	0.00 %	3,185.34
TEN1	44.28	38.05	0.01	85.93 %	28,883.00	10.00 %	2,888.30	0.00 %	2,888.30
ODM1	24.46	20.92	0.00	85.50 %	18,691.50	10.00 %	1,869.15	0.00 %	1,869.15
DGL1	101.11	85.69	0.24	84.75 %	79,148.90	10.00 %	7,914.89	0.00 %	7,914.89
BTU1	18.79	15.87	0.76	84.50 %	18,340.50	10.00 %	1,834.05	0.00 %	1,834.05
MDU4	42.91	35.53	0.15	82.82 %	31,558.50	10.00 %	3,155.85	0.00 %	3,155.85
ATG1	65.54	53.46	0.05	81.56 %	58,911.10	10.00 %	5,891.11	0.00 %	5,891.11
KKD2	46.39	36.82	0.20	79.36 %	46,533.20	0.00 %		0.00 %	
CMR1	23.12	18.30	0.03	79.14 %	12,817.10	0.00 %		0.00 %	
MDU1	213.00	168.26	0.18	78.99 %	123,264.40	0.00 %		0.00 %	
KRR1	33.17	26.11	0.00	78.69 %	35,882.30	0.00 %		0.00 %	
NTM1	27.14	20.70	0.27	76.29 %	16,285.00	0.00 %		0.00 %	
MNM1	22.72	17.08	0.15	75.19 %	21,794.10	0.00 %		0.00 %	
KPT1	27.68	20.07	-0.08	72.52 %	19,620.20	0.00 %		0.00 %	
MDU3	52.71	35.62	0.63	67.57 %	33,949.90	0.00 %		0.00 %	
MDU5	40.29	26.67	0.01	66.20 %	33,780.40	0.00 %		0.00 %	
USL1	42.91	18.22	0.56	42.45 %	16,685.80	0.00 %		0.00 %	

CHENNAI-02									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CH27	19.87	25.04	0.34	126.03 %	21,673.50	40.00 %	8,669.40	0.00 %	8,669.40
CH44	50.23	52.21	0.30	103.94 %	44,916.20	25.00 %	11,229.05	0.00 %	11,229.05
UKI1	34.58	35.07	0.70	101.43 %	28,708.80	25.00 %	7,177.20	0.00 %	7,177.20
MJR1	72.37	71.15	0.12	98.32 %	53,192.00	20.00 %	10,638.40	0.00 %	10,638.40
CH12	84.07	82.42	0.73	98.03 %	76,090.00	20.00 %	15,218.00	0.00 %	15,218.00
CH06	66.92	65.48	0.02	97.85 %	64,814.10	20.00 %	12,962.82	0.00 %	12,962.82
CH34	67.72	64.86	0.18	95.77 %	56,020.20	20.00 %	11,204.04	0.00 %	11,204.04
PON1	36.75	34.63	0.18	94.21 %	34,025.40	15.00 %	5,103.81	0.00 %	5,103.81
CH41	52.98	49.35	0.46	93.15 %	46,279.70	15.00 %	6,941.96	0.00 %	6,941.96
CH15	178.69	159.61	0.24	89.32 %	138,365.70	10.00 %	13,836.57	0.00 %	13,836.57
GPD1	55.47	48.90	0.12	88.17 %	31,002.20	10.00 %	3,100.22	0.00 %	3,100.22
CH18	87.20	74.61	0.13	85.56 %	87,461.40	10.00 %	8,746.14	0.00 %	8,746.14
MC05	23.65	19.73	0.00	83.44 %	7,447.00	10.00 %	744.70	0.00 %	744.70
CH33	61.33	50.44	0.40	82.25 %	46,442.50	10.00 %	4,644.25	0.00 %	4,644.25
CH03	158.89	130.31	0.20	82.02 %	129,645.00	10.00 %	12,964.50	0.00 %	12,964.50
CH21	116.36	95.11	0.23	81.74 %	71,439.40	10.00 %	7,143.94	0.00 %	7,143.94
CH43	46.93	38.14	0.31	81.27 %	41,618.30	10.00 %	4,161.83	0.00 %	4,161.83
CH31	25.20	20.38	0.51	80.87 %	19,697.20	10.00 %	1,969.72	0.00 %	1,969.72
CH17	35.83	28.06	0.34	78.32 %	33,131.00	0.00 %		0.00 %	
CH20	89.32	66.26	0.11	74.18 %	54,881.50	0.00 %		0.00 %	
CH09	68.83	48.37	0.12	70.28 %	44,360.00	0.00 %		0.00 %	
CH32	14.82	10.11	0.42	68.23 %	10,247.00	0.00 %		0.00 %	
CH36	29.37	18.91	-0.69	64.40 %	15,180.20	0.00 %		0.00 %	
MC06	17.64	10.67	0.00	60.48 %	7,708.30	0.00 %		0.00 %	
CH24	67.91	40.67	0.22	59.89 %	42,616.10	0.00 %		0.00 %	
CH46	36.11	20.97	0.87	58.07 %	21,646.50	0.00 %		0.00 %	
CH23	32.39	13.77	0.10	42.51 %	10,841.30	0.00 %		0.00 %	
MC08	8.12	1.77	0.00	21.78 %	620.00	0.00 %		0.00 %	
CH01	8.47	1.44	0.00	17.00 %	1,017.20	0.00 %		0.00 %	

CHENNAI-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
MRM1	46.23	52.92	0.09	114.47 %	50,627.60	30.00 %	15,188.28	0.00 %	15,188.28
TKM1	29.62	33.71	0.01	113.83 %	37,111.10	30.00 %	11,133.33	0.00 %	11,133.33
CH11	67.34	74.33	0.44	110.37 %	55,482.40	30.00 %	16,644.72	0.00 %	16,644.72
GUD2	52.13	53.26	0.00	102.16 %	41,038.00	25.00 %	10,259.50	0.00 %	10,259.50
CH48	72.92	74.34	0.08	101.95 %	112,571.50	25.00 %	28,142.88	0.00 %	28,142.88
CH28	67.32	67.76	0.07	100.65 %	90,019.90	25.00 %	22,504.98	0.00 %	22,504.98
GUD1	59.13	57.94	0.22	97.98 %	74,204.60	20.00 %	14,840.92	0.00 %	14,840.92
CH45	55.29	52.25	0.26	94.51 %	52,153.70	15.00 %	7,823.06	0.00 %	7,823.06
CH37	23.40	21.83	0.18	93.30 %	20,365.30	15.00 %	3,054.80	0.00 %	3,054.80
CH08	115.48	106.50	0.57	92.22 %	140,407.10	15.00 %	21,061.07	0.00 %	21,061.07
CH19	92.69	84.50	0.34	91.17 %	84,748.50	15.00 %	12,712.28	0.00 %	12,712.28
CH38	44.71	40.58	0.08	90.76 %	57,320.90	15.00 %	8,598.14	0.00 %	8,598.14
AVD1	73.78	63.15	0.25	85.59 %	50,348.60	10.00 %	5,034.86	0.00 %	5,034.86
CH05	112.38	95.55	0.13	85.02 %	85,385.60	10.00 %	8,538.56	0.00 %	8,538.56
KNR1	44.85	38.01	0.03	84.76 %	36,122.50	10.00 %	3,612.25	0.00 %	3,612.25
CH16	133.56	112.89	0.04	84.53 %	121,352.70	10.00 %	12,135.27	0.00 %	12,135.27
CH14	135.99	112.87	0.26	83.00 %	106,167.00	10.00 %	10,616.70	0.00 %	10,616.70
CH35	45.53	36.75	0.04	80.71 %	30,533.60	10.00 %	3,053.36	0.00 %	3,053.36
MC10	20.60	15.60	0.11	75.74 %	9,548.10	0.00 %		0.00 %	
SKL1	44.33	33.15	0.39	74.80 %	46,883.00	0.00 %		0.00 %	
CH22	67.87	50.32	0.09	74.15 %	47,848.00	0.00 %		0.00 %	
CH39	45.55	33.42	0.32	73.37 %	42,262.80	0.00 %		0.00 %	
CH42	102.52	70.13	0.35	68.40 %	73,269.20	0.00 %		0.00 %	
CH07	96.90	65.16	0.55	67.24 %	61,506.30	0.00 %		0.00 %	
CH30	77.16	49.28	0.21	63.87 %	32,885.30	0.00 %		0.00 %	
CH40	48.95	30.07	0.26	61.43 %	15,877.10	0.00 %		0.00 %	
CH26	21.63	12.76	0.01	58.97 %	12,581.90	0.00 %		0.00 %	
CGL1	56.46	32.26	0.66	57.14 %	32,105.20	0.00 %		0.00 %	
MC09	13.27	6.69	0.00	50.41 %	4,754.70	0.00 %		0.00 %	
CH29	23.42	9.48	1.37	40.48 %	10,500.30	0.00 %		0.00 %	
MC02	17.18	3.93	0.00	22.86 %	2,248.20	0.00 %		0.00 %	

SOUTH-01									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
SKD1	15.95	55.32	0.00	346.87 %	72,346.70	40.00 %	28,938.68	0.00 %	28,938.68
PKD1	42.56	52.73	0.19	123.88 %	45,341.60	40.00 %	18,136.64	0.00 %	18,136.64
TKS2	71.53	84.62	0.65	118.30 %	58,613.00	30.00 %	17,583.90	0.00 %	17,583.90
ASM1	28.32	31.44	0.00	111.03 %	36,471.10	30.00 %	10,941.33	0.00 %	10,941.33
TKS1	63.96	70.10	0.31	109.60 %	73,516.80	25.00 %	18,379.20	0.00 %	18,379.20
RPM1	61.81	64.26	0.36	103.97 %	64,974.60	25.00 %	16,243.65	0.00 %	16,243.65
KVT1	100.95	103.20	0.00	102.23 %	132,266.90	25.00 %	33,066.73	0.00 %	33,066.73
STU2	21.90	21.89	0.56	99.93 %	16,409.20	20.00 %	3,281.84	0.00 %	3,281.84
KYR1	24.31	23.89	0.11	98.28 %	22,607.60	20.00 %	4,521.52	0.00 %	4,521.52
TVL1	207.89	199.73	0.31	96.07 %	166,416.70	20.00 %	33,283.34	0.00 %	33,283.34
VNR1	27.42	25.84	0.00	94.25 %	22,812.00	15.00 %	3,421.80	0.00 %	3,421.80
KSM1	18.53	17.23	0.00	92.98 %	12,496.80	15.00 %	1,874.52	0.00 %	1,874.52
KGL1	28.41	26.24	0.20	92.38 %	22,394.40	15.00 %	3,359.16	0.00 %	3,359.16
TCN1	52.97	48.50	0.31	91.58 %	55,162.20	15.00 %	8,274.33	0.00 %	8,274.33
TUT2	88.53	79.98	0.26	90.34 %	60,286.20	15.00 %	9,042.93	0.00 %	9,042.93
PDI1	30.85	27.79	0.00	90.09 %	24,786.30	10.00 %	2,478.63	0.00 %	2,478.63
ARM1	20.48	18.45	0.91	90.06 %	13,789.90	10.00 %	1,378.99	0.00 %	1,378.99
SDI1	29.50	26.25	0.60	88.97 %	18,651.20	10.00 %	1,865.12	0.00 %	1,865.12
RND1	63.70	55.99	0.41	87.90 %	54,796.40	10.00 %	5,479.64	0.00 %	5,479.64
UDN1	26.76	23.10	0.16	86.32 %	17,843.60	10.00 %	1,784.36	0.00 %	1,784.36
APK1	48.56	41.72	0.09	85.93 %	53,825.70	10.00 %	5,382.57	0.00 %	5,382.57
SVK1	65.82	54.54	-0.04	82.87 %	46,348.60	10.00 %	4,634.86	0.00 %	4,634.86
TKY1	36.30	29.91	0.03	82.40 %	30,167.00	10.00 %	3,016.70	0.00 %	3,016.70
TUT1	234.53	192.88	0.10	82.24 %	227,822.70	10.00 %	22,782.27	0.00 %	22,782.27
VLY1	73.00	58.69	0.06	80.39 %	46,639.00	10.00 %	4,663.90	0.00 %	4,663.90
SNL1	42.34	32.97	0.42	77.87 %	20,599.20	0.00 %		0.00 %	
SGT1	22.52	16.68	0.00	74.08 %	11,219.70	0.00 %		0.00 %	
TVL2	25.82	17.17	0.25	66.50 %	7,855.10	0.00 %		0.00 %	
MAR1	77.25	50.34	0.17	65.18 %	38,049.90	0.00 %		0.00 %	
TYI1	52.71	30.77	0.07	58.38 %	41,053.10	0.00 %		0.00 %	
COL1	17.19	9.83	0.00	57.19 %	9,501.80	0.00 %		0.00 %	
MMT1	40.23	20.56	0.16	51.09 %	19,207.50	0.00 %		0.00 %	
VKM1	43.30	19.51	0.00	45.04 %	27,903.90	0.00 %		0.00 %	
VNR2	111.13	49.38	0.81	44.44 %	55,091.60	0.00 %		0.00 %	
NGR1	185.26	77.25	0.41	41.70 %	45,778.10	0.00 %		0.00 %	
ERL1	34.71	8.19	0.47	23.60 %	9,890.00	0.00 %		0.00 %	

OTHERS									
Branch	Target L	Sales L	MSP Dev %	Achieved %	Branch Spot Com	Incentive (E%)	Incentive (E)	HO Budget+ %	Incentive (Alt)
CZWH	0.00	74.77	0.23	0.00 %	640.20	0.00 %		0.00 %	
GHUB	0.00	166.48	0.00	0.00 %	0.00	0.00 %		0.00 %	
MSWH	0.00	1.45	20.45	0.00 %	0.00	0.00 %		0.00 %	
S2SD	0.00	4.03	0.11	0.00 %	0.00	0.00 %		0.00 %	
SZSD	0.00	3.19	1.13	0.00 %	0.00	0.00 %		0.00 %	
TZSD	0.00	1.80	0.00	0.00 %	0.00	0.00 %		0.00 %	
WHC3	0.00	12.75	0.54	0.00 %	0.00	0.00 %		0.00 %	
WHNV	0.00	0.32	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZSD	0.00	1.14	0.00	0.00 %	0.00	0.00 %		0.00 %	
WZWH	0.00	2.94	0.00	0.00 %	0.00	0.00 %		0.00 %	